

Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 R

DRAFTED BY COM/BIC/OED/SIPS/J.T.HARDISTY

APPROVED BY EB/OCA/CM/BEBYRON

COM/BIC/OED/SIPS/J.T.HARDISTY

COM/BIC/OED/SIPS/S.S.LEON

COM/BIC/OED/OBOD/R.E.COHEN

STATE/EUR/TUR/R.DELABARRE

----- 092542

R 121509Z SEP 75

FM SECSTATE WASHDC

TO AMCONSUL ISTANBUL

INFO AMEMBASSY ANKARA

UNCLAS STATE 217324

E.O. 11652: N/A

TAGS: BEXP, TU

SUBJECT: PRODUCT OPPORTUNITY - WELDING PLANTS FOR PENDIK

--- SHIPYARD

REF: ISTANBUL 2525

1. STRATEGIC INDUSTRIAL PRODUCT SALES (SIPS) GROUP OF USDOC HAS BEEN CONTACTED BY HYDRANAUTICS OF GOLETA, CALIF. OF THEIR INTEREST IN BIDDING ON WELDING PLANTS FOR PENDIK SHIPYARD. SIPS HAS FURNISHED COPY OF TENDER DOCUMENTS TO HYDRANAUTICS BUT HAS BEEN INFORMED BY COMPANY THAT A MINIMUM EXTENSION OF TWO WEEKS ON BID DEADLINE WOULD BE NECESSARY IN ORDER FOR THEM TO FORMULATE PROPOSAL. IF ALLOWED TO BID, HYDRANAUTICS COULD HAVE REP IN ISTANBUL IN LATE OCT. TO DISCUSS REQUIREMENT FURTHER WITH PROJECT OFFICIALS.

2. FYI. HYDRANAUTICS IS FIRM WELL KNOWN TO USDOC AND HAS PARTICIPATED ON SEVERAL RECENT SHIPBUILDING TRADE MISSIONS.

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COMPANY HAS INDICATED IT IS CONFIDENT IT CAN PUT TOGETHER

ATTRACTIVE PROPOSAL GIVEN SUFFICIENT TIME. END FYI.

3. ACTION REQUESTED: TO CHECK FEASIBILITY OF 2 WEEK BID

DEADLINE EXTENSION AND TO TELEX REPLY DIRECTLY TO MR.
ALFRED SCHMIDT, HYDRANAUTICS, 6338 LINDMAN DRIVE, GOLETA,
CALIF. 93017; TELEX 658445 AS WELL AS TO SIPS. WOULD ALSO
APPRECIATE KNOWING WHAT OTHER U.S. COMPANIES CONSULATE OR
EMBASSY KNOWS ARE BIDDING ON THIS PROJECT SO THAT
HYDRANAUTICS MAY HAVE OPPORTUNITY TO DISCUSS PROJECT
BACKGROUND WITH NON-COMPETING COMPANY. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 12 SEP 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE217324
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/SIPS/J.T.HARDISTY
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750318-0449
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750957/aaaabxzz.tel
Line Count: 72
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 ISTANBUL 2525
Review Action: RELEASED, APPROVED
Review Authority: RowellE0
Review Comment: n/a
Review Content Flags:
Review Date: 06 MAR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06 MAR 2003 by maustmc>; APPROVED <30 JAN 2004 by RowellE0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRODUCT OPPORTUNITY - WELDING PLANTS FOR PENDIK --- SHIPYARD
TAGS: BEXP, TU
To: ISTANBUL
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006